



Are you looking for a new challenge?

We are seeking for our North American (U.S. East Coast) sales office a

## **NATIONAL SALES & BUSINESS DEVELOPMENT MANAGER**

For our Traction Power Solutions business unit

Your mission:

- Initiate and improve relations with key North American Transit players (authorities, engineering firms, contractors etc.) in the USA, inform, advice customers and introduce Sécheron's solutions for DC Traction Power Substation and introduce Sécheron's products portfolio
- Identify sales leads in industrial applications and converting them to sustainable sales: energies, power generation, DC drives, etc.

Your profile:

- MSc in Electrical Engineering with business oriented
- Successful experiences in B2B sales to the railway industry, electrical equipment or electrical systems
- Experience in business development and build-up new clients
- Capability to create strong relationship with customer
- Good technical understanding
- Customer-oriented, autonomous, with fighting and entrepreneurial spirit
- Very good negotiation skills

This position requires frequent travel (around 50%).

We are an international company offering good social conditions and a great working environment and atmosphere.

Are you attracted by this opportunity? Please send your application to:

**Sécheron SA**

HR department

Rue du Pré-Bouvier 25 - 1242 Satigny - Geneva / Switzerland

hr.geneva@secheron.com - www.secheron.com

Let your talent join our  
ambitions to shape our  
common future !